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POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		OCT 1987	OCT 1986	JUL-OCT 1987/88	JUL-OCT 1986/87
AL	Alabama	2,288	2,426	21,922	19,465
AK	Alaska	0	0	61	727
AZ	Arizona	399	191	594	423
AR	Arkansas	3,906	2,809	16,197	6,247
CA	California	9,923	6,999	24,822	16,829
CO	Colorado	197	373	929	1,068
CT	Connecticut	225	269	732	876
DE	Delaware	72	2,562	5,498	5,018
FL	Florida	6,250	6,343	38,085	32,616
GA	Georgia	5,225	3,012	34,701	24,281
HI	Hawaii	(151)	100	4,765	2,441
ID	Idaho	1,852	3,142	5,865	6,810
IL	Illinois	76,293	47,395	256,047	226,353
IN	Indiana	14,410	23,139	113,665	102,094
IA	Iowa	32,964	19,383	152,963	116,983
KS	Kansas	7,103	1,177	15,755	8,370
KY	Kentucky	2,330	9,508	24,456	32,753
LA	Louisiana	18,446	3,442	21,584	11,332
ME	Maine	3,120	18	3,156	383
MD	Maryland	5,317	1,251	11,068	6,371
MA	Massachusetts	150	361	521	1,172
MI	Michigan	7,615	14,176	51,107	42,619
MN	Minnesota	22,074	19,123	95,126	74,518
MS	Mississippi	3,938	2,079	16,188	3,190
MO	Missouri	17,734	5,795	78,101	62,908
MT	Montana	330	652	2,413	2,904
NE	Nebraska	2,169	657	7,606	2,614
NV	Nevada	0	12	0	27
NH	New Hampshire	46	25	139	127
NJ	New Jersey	155	871	1,366	2,537
NM	New Mexico	70	697	2,019	1,472
NY	New York	962	1,681	6,095	8,957
NC	North Carolina	2,642	4,167	11,742	11,669
ND	North Dakota	1,289	1,674	6,851	5,824
OH	Ohio	27,900	27,748	135,557	149,213
OK	Oklahoma	2,412	641	9,568	7,038
OR	Oregon	1,889	1,994	8,618	6,802
PA	Pennsylvania	2,446	1,662	12,821	13,448
RI	Rhode Island	0	119	84	238
SC	South Carolina	1,967	1,254	15,866	20,190
SD	South Dakota	349	214	2,925	1,240
TN	Tennessee	2,125	5,098	11,349	19,809
TX	Texas	17,155	7,867	36,227	33,064
UT	Utah	103	341	1,856	3,186
VT	Vermont	222	152	832	810
VA	Virginia	7,564	1,817	15,524	5,635
WA	Washington	1,952	1,784	4,946	6,754
WV	West Virginia	0	(105)	242	325
WI	Wisconsin	9,596	11,210	60,711	66,975
WY	Wyoming	94	84	692	281
	TOTAL U.S.:	325,117	247,389	1,349,957	1,176,986
CANADA					
AB	Alberta	3,423	1,378	5,779	4,253
BC	Brit. Columbia	294	173	631	6,692
MB	Manitoba	2,153	2,443	5,199	5,069
NB	New Brunswick	1,532	992	2,737	2,180
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	586	203	1,365	541
ON	Ontario	12,893	4,446	66,000	32,718
PE	Pr.Edward Isle	673	1,017	2,653	2,245
PQ	Quebec	9,641	6,741	33,276	16,749
SK	Saskatchewan	1,265	1,343	12,839	2,314
	TOTAL CAN:	32,460	18,736	130,479	72,761
EXPORT SALES:		393,940	265,153	1,323,132	1,124,806
TOTAL AGRICULTURAL		751,517	531,278	2,803,568	2,374,553
Non-Ag U.S.		40,766	31,470	131,347	111,355
	Canada	2,126	1,510	7,200	5,137
	Exports	6,853	3,724	31,299	16,124
TOTAL NON-AGRICULTURAL		49,745	36,704	169,846	132,616
GRAND TOTAL.....		**801,262**	**567,982**	**2,973,414**	**2,507,169**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

OCTOBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	754	870	3	0	661	2,288
AK Alaska	0	0	0	0	0	0
AZ Arizona	74	0	16	297	12	399
AR Arkansas	0	0	3,895	0	11	3,906
CA California	3,301	1,955	2,828	29	1,810	9,923
CO Colorado	80	0	48	0	69	197
CT Connecticut	0	0	124	1	100	225
DE Delaware	0	0	44	28	0	72
FL Florida	557	269	124	213	5,087	6,250
GA Georgia	1,234	988	546	1,007	1,450	5,225
HI Hawaii	0	(204)	0	0	53	(151)
ID Idaho	136	1,440	271	0	5	1,852
IL Illinois	4,407	56,539	11,297	3,810	240	76,293
IN Indiana	465	6,787	5,460	1,472	226	14,410
IA Iowa	233	24,371	5,537	2,715	108	32,964
KS Kansas	300	2,641	3,385	731	46	7,103
KY Kentucky	11	1,328	904	0	87	2,330
LA Louisiana	2,016	7,541	7,000	1,875	14	18,446
ME Maine	60	0	3,060	0	0	3,120
MD Maryland	1,210	0	3,799	308	0	5,317
MA Massachusetts	0	0	119	31	0	150
MI Michigan	991	3,637	2,403	1	583	7,615
MN Minnesota	16	11,080	10,404	121	453	22,074
MS Mississippi	0	2,699	244	935	60	3,938
MO Missouri	1,600	2,671	12,488	653	322	17,734
MT Montana	15	20	243	52	0	330
NE Nebraska	391	170	726	123	759	2,169
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	46	0	0	46
NJ New Jersey	0	0	61	44	50	155
NM New Mexico	0	0	13	0	57	70
NY New York	61	81	688	0	132	962
NC North Carolina	0	1,462	437	248	495	2,642
ND North Dakota	0	347	900	42	0	1,289
OH Ohio	491	24,699	1,539	448	723	27,900
OK Oklahoma	606	569	966	243	28	2,412
OR Oregon	105	684	989	0	111	1,889
PA Pennsylvania	27	52	1,891	57	419	2,446
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	303	1,213	0	149	302	1,967
SD South Dakota	0	77	272	0	0	349
TN Tennessee	983	243	889	0	10	2,125
TX Texas	6,468	5,336	2,604	1,863	884	17,155
UT Utah	13	0	90	0	0	103
VT Vermont	0	15	201	0	6	222
VA Virginia	0	185	6,580	62	737	7,564
WA Washington	549	466	849	28	60	1,952
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	27	5,927	2,942	291	409	9,596
WY Wyoming	0	15	45	0	34	94
TOTAL U.S.:	27,484	166,173	96,970	17,877	16,613	325,117
CANADA						
AB Alberta	73	0	3,055	295	0	3,423
BC Brit. Columbia	0	0	294	0	0	294
MB Manitoba	0	230	1,460	463	0	2,153
NB New Brunswick	0	1,345	187	0	0	1,532
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	586	0	0	586
ON Ontario	13	7,431	4,563	140	746	12,893
PE Pr.Edward Isle	0	0	673	0	0	673
PQ Quebec	23	5,471	2,097	0	2,050	9,641
SK Saskatchewan	13	62	1,164	26	0	1,265
TOTAL CAN:	122	14,539	14,079	924	2,796	32,460
*EXPORT SALES:	224,873	30,250	109,277	15,133	14,407	393,940
TOTAL AG SALES	252,479	210,962	220,326	33,934	33,816	751,517
NON-AG U.S.	30,065	-	-	9,801	900	40,766
Canada	1,865	-	-	237	24	2,126
*Exports	1,077	-	-	5,720	56	6,853
TOTAL NON-AG SALES	33,007	-	-	15,758	980	49,745
GRAND TOTAL	**285,486**	**210,962**	**220,326**	**49,692**	**34,796**	**801,262**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

OCTOBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	4,704	0	27,406	0	0	32,110
Brazil	9,883	17,215	63,192	0	557	90,847
China	86,165	0	0	0	0	86,165
Columbia	4,001	0	0	0	1,653	5,654
Costa Rica	857	0	0	0	0	857
Denmark	17,716	0	1,653	0	0	19,369
Guatemala	0	0	3,515	0	0	3,515
Guyana	668	0	0	0	0	668
India	195	0	0	0	0	195
Japan	17,542	13,035	6,026	15,133	1,232	52,968
Korea	26,445	0	0	0	0	26,445
Malaysia	11,472	0	0	0	0	11,472
Mexico	13,825	0	0	0	82	13,907
New Zealand	10,077	0	0	0	0	10,077
Pakistan	0	0	0	0	8,267	8,267
Panama	0	0	929	0	0	929
Philippines	(48)	0	0	0	0	(48)
Puerto Rico	330	0	0	0	11	341
Saudi Arabia	0	0	0	0	2,605	2,605
Spain	0	0	4,428	0	0	4,428
Sri Lanka	3,668	0	0	0	0	3,668
Switzerland	12,198	0	2,128	0	0	14,326
Taiwan	5,175	0	0	0	0	5,175
TOTAL AG:	224,873	30,250	109,277	15,133	14,407	393,940
NON-AGRICULTURAL						
Japan	362	-	-	5,720	0	6,082
Korea	216	-	-	0	0	216
Malaysia	(138)	-	-	0	0	(138)
Mexico	487	-	-	0	56	543
United Kingdom	175	-	-	0	0	175
West Germany	(25)	-	-	0	0	(25)
TOTAL NON-AG:	1,077	-	-	5,720	56	6,853
TOTAL EXPORTS	**225,950**	**30,250**	**109,277**	**20,853**	**14,463**	**400,793**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

OCTOBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	425	729	3	0	1,157
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	438	0	438
CO Colorado	2	0	48	0	50
CT Connecticut	0	0	124	0	124
DE Delaware	0	0	44	28	72
FL Florida	456	269	124	213	1,062
GA Georgia	1,210	988	546	992	3,736
HI Hawaii	0	(204)	0	0	(204)
ID Idaho	0	5	83	0	88
IL Illinois	194	54,182	3,319	3,810	61,505
IN Indiana	122	6,787	5,460	1,472	13,841
IA Iowa	0	23,258	3,317	2,715	29,290
KS Kansas	0	0	61	0	61
KY Kentucky	0	1,328	0	0	1,328
LA Louisiana	1,959	7,541	5,933	935	16,368
ME Maine	60	0	3,060	0	3,120
MD Maryland	1,210	0	3,799	308	5,317
MA Massachusetts	0	0	119	0	119
MI Michigan	991	3,637	2,403	1	7,032
MN Minnesota	0	11,080	10,374	121	21,575
MS Mississippi	0	2,699	0	935	3,634
MO Missouri	0	937	4,530	121	5,588
MT Montana	0	20	243	52	315
NE Nebraska	0	92	410	91	593
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	46	0	46
NJ New Jersey	0	0	61	44	105
NM New Mexico	0	0	0	0	0
NY New York	61	81	688	0	830
NC North Carolina	0	1,462	312	248	2,022
ND North Dakota	0	347	900	42	1,289
OH Ohio	192	24,699	1,539	448	26,878
OK Oklahoma	0	0	16	150	166
OR Oregon	0	62	466	0	528
PA Pennsylvania	0	52	1,891	57	2,000
RI Rhode Island	0	0	0	0	0
SC South Carolina	303	1,213	0	124	1,640
SD South Dakota	0	77	256	0	333
TN Tennessee	917	243	889	0	2,049
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	15	201	0	216
VA Virginia	0	185	6,580	62	6,827
WA Washington	549	312	849	28	1,738
WV West Virginia	0	0	0	0	0
WI Wisconsin	13	5,927	2,942	291	9,173
WY Wyoming	0	15	14	0	29
TOTAL U.S.:	8,664	148,038	62,088	13,288	232,078
CANADA					
AB Alberta	73	0	3,055	295	3,423
BC Brit. Columbia	0	0	294	0	294
MB Manitoba	0	230	1,460	463	2,153
NB New Brunswick	0	1,345	187	0	1,532
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	586	0	586
ON Ontario	13	7,431	4,563	140	12,147
PE Pr.Edward Isle	0	0	673	0	673
PQ Quebec	23	5,471	2,097	0	7,591
SK Saskatchewan	13	62	1,164	26	1,265
TOTAL CAN:	122	14,539	14,079	924	29,664
*EXPORT SALES:	204,597	28,907	89,424	15,133	338,061
TOTAL AG SALES	213,383	191,484	165,591	29,345	599,803
NON-AG U.S.	14,017	-	-	7,976	21,993
Canada	1,832	-	-	237	2,069
*Exports	500	-	-	5,720	6,220
TOTAL NON-AG SALES	16,349	-	-	13,933	30,282
GRAND TOTAL	**229,732**	**191,484**	**165,591**	**43,278**	**630,085**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

OCTOBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	4,704	0	27,406	0	32,110
Brazil	8,545	15,872	46,396	0	70,813
China	86,165	0	0	0	86,165
Columbia	4,001	0	0	0	4,001
Denmark	17,716	0	1,653	0	19,369
Guatemala	0	0	3,515	0	3,515
India	195	0	0	0	195
Japan	14,284	13,035	6,026	15,133	48,478
Korea	26,445	0	0	0	26,445
Malaysia	11,472	0	0	0	11,472
New Zealand	10,077	0	0	0	10,077
Philippines	(48)	0	0	0	(48)
Spain	0	0	4,428	0	4,428
Sri Lanka	3,668	0	0	0	3,668
Switzerland	12,198	0	0	0	12,198
Taiwan	5,175	0	0	0	5,175
TOTAL AG:	204,597	28,907	89,424	15,133	338,061
NON-AGRICULTURAL					
Japan	362	-	-	5,720	6,082
Korea	126	-	-	0	126
Malaysia	(138)	-	-	0	(138)
United Kingdom	175	-	-	0	175
West Germany	(25)	-	-	0	(25)
TOTAL NON-AG:	500	-	-	5,720	6,220
TOTAL EXPORTS:	**205,097**	**28,907**	**89,424**	**20,853**	**344,281**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

OCTOBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	329	141	0	0	661	1,131
AK Alaska	0	0	0	0	0	0
AZ Arizona	74	0	16	297	12	399
AR Arkansas	0	0	3,895	0	11	3,906
CA California	3,301	1,955	2,390	29	1,810	9,485
CO Colorado	78	0	0	0	69	147
CT Connecticut	0	0	0	1	100	101
DE Delaware	0	0	0	0	0	0
FL Florida	101	0	0	0	5,087	5,188
GA Georgia	24	0	0	15	1,450	1,489
HI Hawaii	0	0	0	0	53	53
ID Idaho	136	1,435	188	0	5	1,764
IL Illinois	4,213	2,357	7,978	0	240	14,788
IN Indiana	343	0	0	0	226	569
IA Iowa	233	1,113	2,220	0	108	3,674
KS Kansas	300	2,641	3,324	731	46	7,042
KY Kentucky	11	0	904	0	87	1,002
LA Louisiana	57	0	1,067	940	14	2,078
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	31	0	31
MI Michigan	0	0	0	0	583	583
MN Minnesota	16	0	30	0	453	499
MS Mississippi	0	0	244	0	60	304
MO Missouri	1,600	1,734	7,958	532	322	12,146
MT Montana	15	0	0	0	0	15
NE Nebraska	391	78	316	32	759	1,576
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	50	50
NM New Mexico	0	0	13	0	57	70
NY New York	0	0	0	0	132	132
NC North Carolina	0	0	125	0	495	620
ND North Dakota	0	0	0	0	0	0
OH Ohio	299	0	0	0	723	1,022
OK Oklahoma	606	569	950	93	28	2,246
OR Oregon	105	622	523	0	111	1,361
PA Pennsylvania	27	0	0	0	419	446
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	25	302	327
SD South Dakota	0	0	16	0	0	16
TN Tennessee	66	0	0	0	10	76
TX Texas	6,468	5,336	2,604	1,863	884	17,155
UT Utah	13	0	90	0	0	103
VT Vermont	0	0	0	0	6	6
VA Virginia	0	0	0	0	737	737
WA Washington	0	154	0	0	60	214
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	14	0	0	0	409	423
WY Wyoming	0	0	31	0	34	65
TOTAL U.S.:	18,820	18,135	34,882	4,589	16,613	93,039
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	746	746
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	2,050	2,050
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	2,796	2,796
*EXPORT SALES:	20,276	1,343	19,853	0	14,407	55,879
TOTAL AG SALES	39,096	19,478	54,735	4,589	33,816	151,714
NON-AG U.S.	16,048	-	-	1,825	900	18,773
Canada	33	-	-	0	24	57
*Exports	577	-	-	0	56	633
TOTAL NON-AG SALES	16,658	-	-	1,825	980	19,463
GRAND TOTAL	**55,754**	**19,478**	**54,735**	**6,414**	**34,796**	**171,177**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

OCTOBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	1,338	1,343	16,796	0	557	20,034
Columbia	0	0	0	0	1,653	1,653
Costa Rica	857	0	0	0	0	857
Guyana	668	0	0	0	0	668
Japan	3,258	0	0	0	1,232	4,490
Mexico	13,825	0	0	0	82	13,907
Pakistan	0	0	0	0	8,267	8,267
Panama	0	0	929	0	0	929
Puerto Rico	330	0	0	0	11	341
Saudi Arabia	0	0	0	0	2,605	2,605
Switzerland	0	0	2,128	0	0	2,128
TOTAL AG:	20,276	1,343	19,853	0	14,407	55,879
NON-AGRICULTURAL						
Korea	90	-	-	0	0	90
Mexico	487	-	-	0	56	543
TOTAL NON-AG:	577	-	-	0	56	633
TOTAL EXPORTS:	**20,853**	**1,343**	**19,853**	**0**	**14,463**	**56,512**